

The main task of the Trade Facilitation Office of Canada (TFOC) is to assist developing countries to export to the Canadian market. To complement and sustain the services provided by the TFOC for developing country exporters, TFOC provides an information service for Canadian importers interested in sourcing products from developing and emerging economies. This includes practical advice to importers on sourcing from developing country exporters, a searchable database for sourcing new products or suppliers from developing countries, and a customized news bulletin.

EXPORTING TO CANADA

REGISTER AS AN EXPORTER WITH THE
TRADE FACILITATION OFFICE OF CANADA

Visit <http://www.tfoc.ca>

If you are interested in exporting to Canada and has not still registered with the TFOC, registering your company and the products and services you are keen to supply to the Canadian market in their website could be a starting point. Registering your company with TFOC gives you access to their full online services, including buyer-seller matching.

TFOC also provides Canadian market information services. It meets export information and market intelligence needs of developing country companies in accessing the Canadian market.

TFOC provides training and implements trade development projects in conjunction with local partners in order to develop the exporting know-how and capacity of developing country exporters and trade support organizations in areas such as exporter training, trade information portals, technical regulations, packaging, product adaptation, and in government-led export promotion and investment attraction.

Exporting To Canada Seminars

These seminars are designed to introduce managers of small and medium-sized companies with some export experience to the opportunities of the Canadian market and to transfer practical knowledge of the elements for successful exporting to Canada.

Exporter Missions

These trade missions normally develop from the Exporting to Canada Seminars. The objective of these missions to Canada is to introduce would-be exporters to experienced buyers or distributors. In the short term, it is a continuation of the learning process for the exporter; in the long term, this resulting linkage may lead to eventual sales.

Importer Missions

The objective of this activity is also to facilitate linkages between sellers and buyers. Instead of exporters visiting Canada, TFOC also organizes trade missions made up of Canadian buyers and importers to visit client countries.

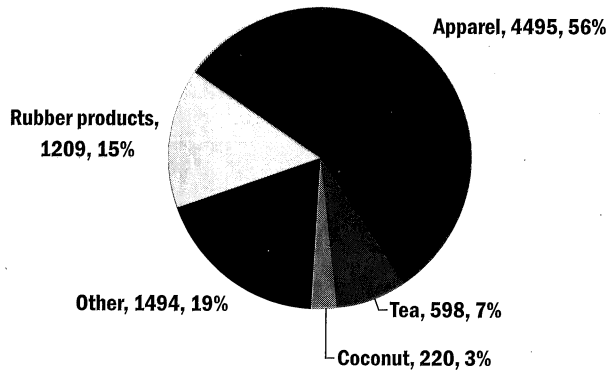
Individual Company Consulting

TFOC through its network of Canadian market development experts and in-house expertise offers tailor-made consulting services to assist individual SMEs from developing countries prepare to enter the Canadian market.

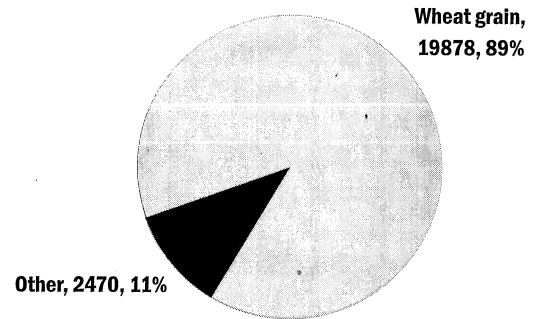


Trade between Canada & Sri Lanka

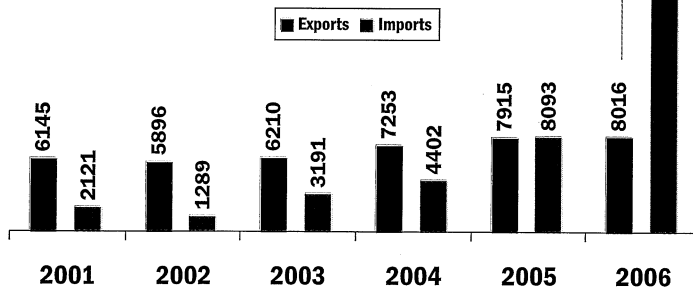
Composition of Exports 2006
(Rs Million & %)



Composition of Imports 2006
(Rs Million & %)



The Value of exports & imports (Rs. Million)



Preferential Trading Arrangements of Canada

Implemented

- NAFTA (North American Free Trade Agreement)
Canada, U.S.A, Mexico
- Agreement between Canada and the European Free Trade Association
Canada, Iceland, Norway, Switzerland, Liechtenstein
- Free Trade Agreement with Chile
- Free Trade Agreement with Costa Rica
- Free Trade Agreement with Israel

Under Negotiation/Discussion

- Free Trade Agreement with the Americas
- FTA with the Central American Four (El Salvador, Guatemala, Honduras and Nicaragua)
- FTA with Korea
- FTA with Singapore
- FTA with Andean Community Countries (Columbia, Peru)
- FTA with Caribbean Community and Common Market (CARICOM)
- FTA with the Dominican Republic

Source: Foreign Affairs and International Trade Office of Canada
(<http://www.international.gc.ca>)

Concessions available for exports from Sri Lanka under the GSP scheme

The Handbook outlining the product coverage, beneficiary countries and the rules governing the scheme is available in the handbook on GSP schemes prepared by the UNCTAD at their website www.unctad.org

Some of the important items such as pneumatic tyres and many apparel items exported by Sri Lanka does not receive preferential access under the agreement, however, there are other products such as jewellery items and ceramic products that have preferential access to the Canadian market. It would be of interest to the exporters to refer to the handbook and see whether the product they export is eligible for preferential treatment.